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# Message Text

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PAGE 01 STATE 202114

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INFO OCT-01 EA-09 EB-07 ISO-00 /017 R

DRAFTED BY COM/BIC/OED/OBOD/OPIOS: DCLINVILLE/SP
APPROVED BY EB/OCA/CD:WERAU
COM/BIC/OED/OBOD/OPIOS: DOGORDON
COM/BIC/OED/OBOD: RECOHEN
COM/BIC: 233: LRSILLOWAY (INFO)
STATE /EA/ANP: H.NELSON (INFO)
---------- 123851
R 132230Z AUG 76
FM SECSTATE WASHDC
TO AMCONSUL AUCKLAND

UNCLAS STATE 202114

E.O. 11652: N/A

TAGS: BTRA, NA

SUBJECT: LICENSING INTERESTS: MCALPINE REFRIGERATION LTD.

REF: AUCKLAND'S T-0371, 7/30/76

1 1. COMMERCE'S OVERSEAS PRODUCTS AND INVESTMENT OPPORTUNITIES STAFF (OPIOS) CONTACTING U.S. FIRMS AS REQUESTED REFTEL. ROVAC CORP. HAS DEVELOPED A NEW, SMALL AIR CONDITIONING UNIT WHICH DOES NOT USE FREON. VERY INTERESTED DISCUSSING POSSIBLE LICENSING AGREEMENT WITH MCALPINE. CONTACT IS JOHN MAXFIELD, ASST. CONTROLLER, ROVAC CORP., 100 ROVAC PARKWAY, ROCKLEDGE, FLORIDA 32955, TEL (305) 631-0300. IF TIME ALLOWS, ROVAC WOULD APPRECIATE MCALPINE PROVIDING FURTHER INFO RE ITS OPERATIONS.

2. OFFICIAL YORK REFRIGERATION DIVISION BORG-WARNER ADVISED OPIOS MCALPINE LETTER ARRIVED WEEK AUGUST 2. YORK WILL REPLY PROMPTLY.

3. TWO ADDITIONAL U.S. VENDING MACHINE MANUFACTURERS
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PAGE 02 STATE 202114

HAVE EXPRESSED PRELIMINARY INTEREST MCALPINE PROPOSAL. FIRMS

Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006

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AND CONTACTS ARE E.G. DORIS, EXEC. V.P., ROCK-OLA MANU-
FACTURING CORP., 800 N. KEDZIE AVE., CHICAGO, ILLINOIS

60651 TEL (312) 638-7600 AND FRED A. SMITH, V.P. INT'L.
CHOICE-VEND DIV., THE SEEBURG CORP., TURNPIKE ROAD,
WINDSOR LOCKS, CONNECTICUT 06096, TEL (203) 623-255 1.
SUGGEST MCALPINE FURNISH DORIS WITH FURTHER DETAILS OF
PROPOSAL AND AVAILABILITY FOR MEETING IN CHICAGO.
CHOICE-VEND HAS AUSTRALIAN REP, BUT DOING LITTLE BUSINESS
IN NEW ZEALAND. SMITH QUESTIONS ABILITY NEW ZEALAND
MARKET SUPPORT VENDING MACHINE PRODUCTION FACILITY.

4. OPIOS WILL REPORT INTEREST OTHER U.S. COMPANIES ASAP.
COMMERCE PROJECT OFFICER IS DONALD C. LINVILLE (202) 377-
5367. ROBINSON

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US Department of State
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